



# hu Consultancy

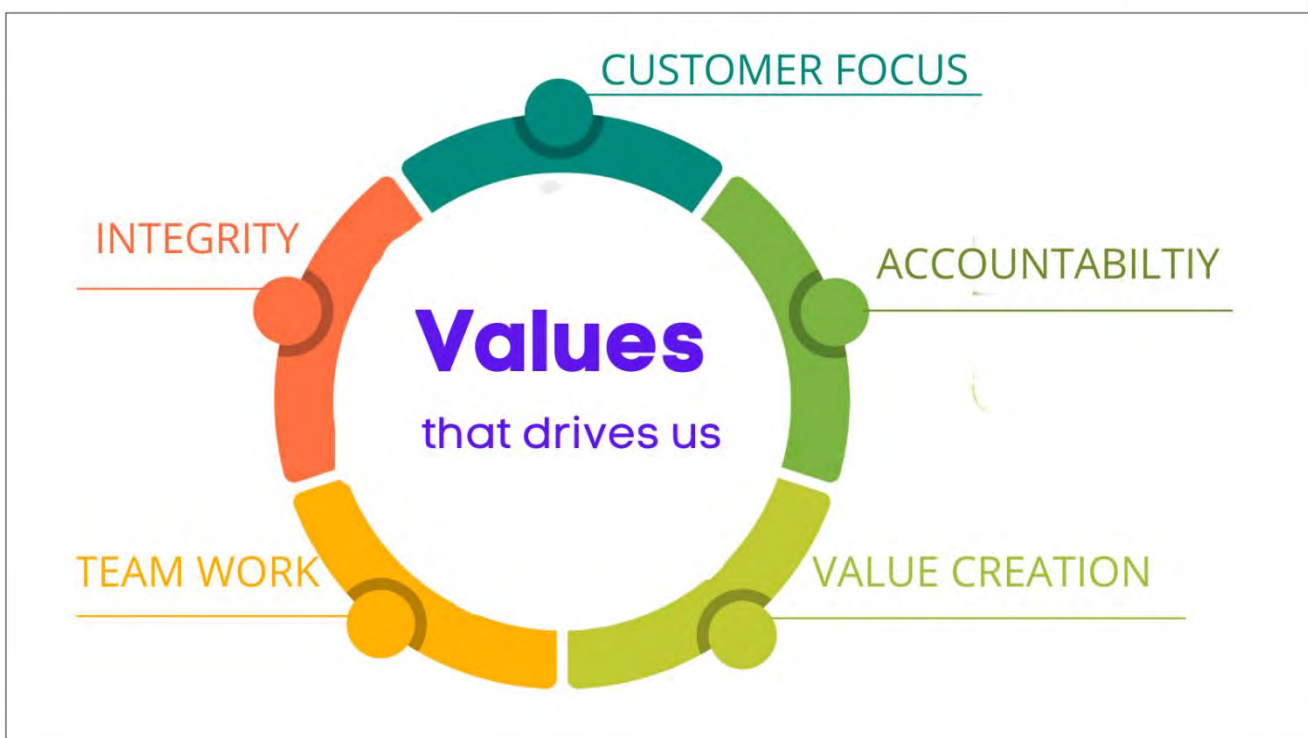
M&A, JVs, Insolvency Resolution & Financial Re-engineering

Corporate Profile



# OUR VALUES

We believe in taking away the pain of contacting varied consultants from the clients for different decisions involved to carry out Mergers, Demergers, Acquisitions, Insolvency Resolution Services, Corporate Restructuring and Joint Ventures.



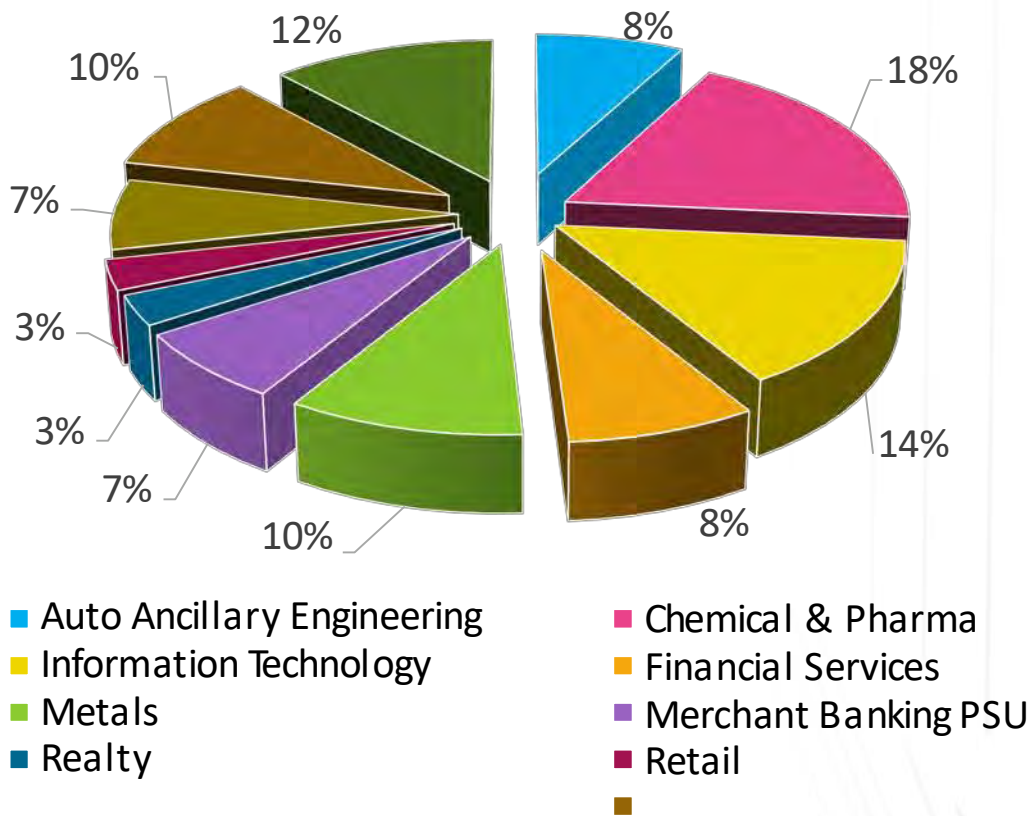
Our values show who we are, what we do and how we do it. We strongly believe in living our values, at the centre of which is respect for ourselves and all those with whom we come into contact.

# OUR JOURNEY

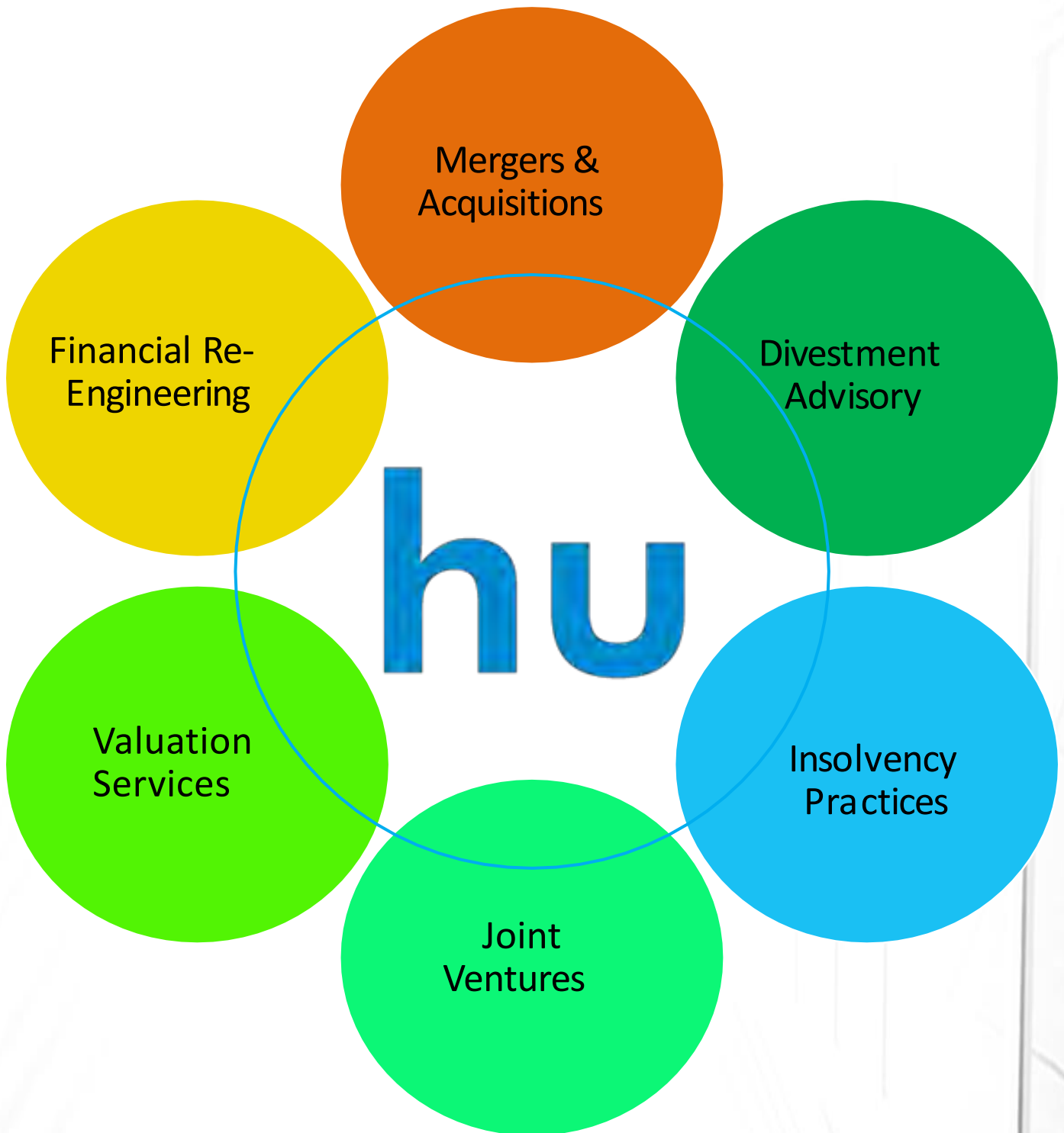
Founded in 1998, we have a vast and varied experience of executing corporate restructuring assignments. Our core team comprises of Chartered Accountants, Company Secretaries, MBAs and Lawyer who have a unique blend of technical excellence, intellectual vigour, creative flair and practical skills developed from years of experience in this industry and academia.

We have executed 350+ deals till date, out of which 200+ have been concept to completion assignments

### Industry-Wise Breakup of Deals



# OUR SOLUTIONS





# MERGERS & ACQUISITIONS

## MERGERS/Demergers/Hive-OFF

We at HU Consultancy have a panel of experts to develop a clearly articulated strategy and an M&A plan that reinforces that strategy. We provide concept to completion solutions on a turn-key basis for executing M&A Transactions covering the entire gamut of the transaction, be it structuring, tax, finance or regulatory.



## ACQUISITIONS

Acquisitions have become an essential and integral part of corporate strategy and will gain more significance as competition intensifies and companies move up the growth curve. HU Consultancy has built strong credentials in the market and our expertise has ensured successful execution of over 300 transactions across a wide spectrum of sectors.

Our Solutions





## DIVESTMENT ADVISORY

Carrying out a business is often more complex than acquiring one and selling a carve-out business requires a greater level of planning, effort and resources.



HU Consultancy has extensive experience in divestment and sale of businesses. We provide complete support to our clients to ensure that value of the seller is maximized while risks and disruption to each stage of the divestment process.

Our Solutions





# INSOLVENCY RESOLUTION SERVICES

Under the guidance of our Chairman (Registered Insolvency Professional), we at HU assist in execution of the Assignments under Insolvency and Bankruptcy Code, 2016



We are empanelled with various banks and ARCs as Insolvency Professional. Armed with internal team of Professionals (CAs, CS and Lawyers) and a robust network of valuers and business experts through our experience of handling more than 300 assignments in M&A, Joint Ventures and Deal Advisory we can offer services from start to end in the Insolvency Resolution Process.

Our Solutions





# JOINT VENTURES

The depth and breadth of our experience in corporate alliances helps organization to capitalize new market which would enable home-grown organisations to participate Global/India's economic development without difficulties



- Strategy
- Finding the Partners
- Valuation
- Agreements: Negotiation, Drafting & Finalisation
- Advising Joint Venture
- Exit Strategy

Our Solutions







## VALUATION SERVICES

Valuation has become an essential & integral part for any Corporate Entity as it moves up the growth curve. Business needs valuation services not only for the compliances under various laws and accounting standards but as part of its growth strategy.



Apart from the Valuation required to do in any corporate restructuring we also provide Valuation services in case of –

- Issuance of Financial instruments for compliances under Income Tax Act, RoC, SEBI, FEMA etc.
- Financial Reporting purposes.
- Internal Assessment (including family succession, buying & selling of businesses, Pre-IPO etc.)
- Portfolio valuation for VC/PE/AIF funds
- Intangibles like brand, trademark, Intellectual property, etc

Our Solutions





# FINANCIAL RE-ENGINEERING

Our experience in development of innovative financial process, innovative securities and creative solutions to corporate financial problems ensure fulfilment of expectations of all stakeholders.



- Re-Organisation of Capital
- Debt Restructuring
- Improving ROCE
- Appropriate Structure including Conversion into LLP
- Tax & Legal Advisory

Our Solutions



# TRANSACTIONS

## Segregation and expansion through acquisition of listed Company (Forging industry)



- Strategy and future - growth expansion prospects in a most tax and cost efficient manner
- Making the corporate structure suitable for carrying out acquisitions
- Drafting and filing of composite scheme of arrangement in the NCLT
- Execution of Share Purchase Agreement , Due Diligence, Negotiation and open offer process

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## Consolidation of various business into listed Company (Food Industry)



- Making the corporate structure for immediate expansion with ready infrastructure
- Strategy and future - growth expansion prospects in a most tax and cost efficient manner
- Drafting and filing of scheme of arrangement in the NCLT
- Complete support for getting approval from NCLT and various Regulatory Authorities



# TRANSACTIONS

## Segregating business and collapsing holding company Structure (Oil Engines and Compressor)



- Formulating a strategy for restructuring considering the management objectives
- Advising on the optimal structuring of the transaction from the point of view of all direct and indirect taxes, Corporate and Securities Laws
- Draft the Scheme of arrangement
- Complete support for getting a approval from Bombay High Court (now NCLT) and various Regulatory Authorities including Stock Exchanges
- Post transaction compliances

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## Separation of Growth Oriented business from traditional business (Food Industry)



- Separation of growing business from the traditional business in a most tax and cost efficient manner
- Making the corporate structure with specific management focus and suitable attracting strategic or financial investors
- Drafting and filing of composite scheme of arrangement in the NCLT
- Complete support for getting a approval from NCLT and various Regulatory Authorities



# TRANSACTIONS

## Auto Ancillary – Foundry & Wheel



- Two divisions – Foundry & Wheels managed by two promoter group - one Indian and other Foreign Collaborator (FC). Both wanted to separate in a manner that they control majority stake in respective division managed by them. After evaluating several options Demerger was selected.

Listing of the resulting co.

- Share swap among promoters through Scheme without attracting stringent provisions of SEBI Takeover Code
- Management of Indian regulatory requirements for Japanese promoter as Chairman



## Advising ENAM one of the largest Investment Banker and IPO distributor in India-- Structuring the deal & Valuation

- Optimisation of Transaction Cost
- Assistance in preparation of deal documents
- Regulatory Approvals including SEBI & RBI.
- Post Transaction Compliances.

Our Solutions



# TRANSACTIONS

## Oil Engines business ready for Listing



- Consolidation of various similar businesses relating to Oil Engines and machining spread out in two group companies based on strategy and future growth prospects in a most tax and cost efficient manner
  - Making the corporate structure suitable ready for IPO (Initial Public Offering)
  - Drafting and filing of composite scheme of arrangement in the High Court
  - Complete support for getting approval from Bombay High Court (now NCLT) and various Regulatory Authorities
  - Conversion of other promoters company into LLP
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# OUR ESTEEMED CLIENTS (partial list)





[Our Corporate Video](#)

## OUR OFFICES

### Pune

First Floor, Matruchaya  
Building,  
Plot No. 27, Mitramandal  
Colony,  
Parvati, Pune – 411037

### Mumbai

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Bhavan 1, Vitthaldas Thackersey  
Marg, New Marine Lines, Churchgate,  
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